



# Wayne K. De Luz

## Professional Resumé

### EDUCATION

<b>NORTHWOOD INSTITUTE</b> - B.B.A., Major in Economics & Automotive Management	Midland, Michigan
<b>LOYOLA MARYMOUNT</b> - A.A., Liberal Arts	Los Angeles, California
<b>TOYOTA UNIVERSITY</b> - Graduate	Los Angeles, California
<b>NADA DEALER ACADEMY</b> - Graduate, Vice President of Class	Mc Lean, Virginia
<b>ST. JOSEPH'S HIGH SCHOOL</b> - Diploma	Hilo, Hawaii

### EXPERIENCE

<i>July 2005 - Present</i>	<b>BIG ISLAND MOTORS INC.</b> <i>Owner/President</i> - #1 Sales Volume Dealer in the State of Hawaii in 2006 (Hilo Mazda) - Highest Market Penetration in Region since 1997 - President's Award Dealer - Mazda, Subaru and Hyundai Franchises	Hilo, Hawaii
<i>2003 - 2005</i>	<b>HILO-KONA MAZDA/SUBARU &amp; BIG ISLAND TOYOTA INC.</b> <i>Vice President of Corporate Operations</i>	
<i>1993 - 2003</i>	<b>HILO-KONA MAZDA/SUBARU</b> <i>General Manager/Vice President of Corporate Operations</i> - Increased sales from \$2 Million to \$19 Million - Highest Sales Penetration in State for both Mazda and Subaru - Received the 1994 Presidential Award Winner for Mazda Region - Awarded #1 Subaru Dealer in the State in 1997	Hilo, Hawaii
<i>1983 - 1993</i>	<b>BIG ISLAND TOYOTA INC.</b> <i>Director of Parts and Service/Sales Manager</i> - Opened a branch location of parts and service in Kona - Implemented company wide in-house computer system - increased total fixed operations and profits over 25%	Hilo, Hawaii

### PROFESSIONAL AFFILIATIONS

- Motor Vehicle Dealer Licensing Board, Member, 2000 to 2008
- Hawaii Automobile Dealer's Association (HADA), President 2006-2008
- HADA, Board Member, 1998 to Present
- SBA Small Businessperson of the Year, 2001
- TIME Quality Dealer, State of Hawaii, 2002

### REFERENCES

